



**DEPARTMENT OF HUMAN SERVICES**  
**SENIOR & DISABLED SERVICES DIVISION**  
**500 Summer Street NE**  
**Salem, Oregon 97310-1015**  
**Phone: (503) 945-5811**

**AUTHORIZED BY:** \_\_\_\_\_

**SDSD Administrator/Deputy/  
Assistant Administrator**

**INFORMATION MEMORANDUM**

**SDSD-IM-00-19**

**Date: February 8, 2000**

**TO:** SDSD District and Unit Managers  
AAA Directors

**SUBJECT:** The Radar Approach to Job Retention!!

**INFORMATION:** The Oregon Workforce and Education Partners - Coordinated Training Group is presenting four 1 ½ day sessions presented by Larry Robbin on **The Radar Approach to Job Retention!** During these sessions, you will find out how to:

- ' Weave retention assessment, counseling and skill building throughout every component of your organization.
- ' Help your participants gain new competencies that increase job satisfaction and minimize job loss.
- ' Instead of waiting for hidden problems to threaten job security, the Radar Approach teaches how to pro-actively zero in on deadly job loss triggers.
- ' Learn effective alternatives that lead not just to job retention, but job advancement.
- ' Learn what employers can do to build job retention and how to work with them to avoid job loss problems.

**The Presenter:**

\*Larry Robbin brings over 30 years experience in workforce development employment and training field.

\*He has trained over 15,000 people in sessions across the country. His work has been cited in the New York Times, National Welfare to Work Newsletter, San Francisco Business Times, and other journals.

\*Has been the national Director of Training for a Fortune 500 company, faculty member of a major university, Manager of a JTPA dislocated worker program, and Director of Employment for an alcohol and drug/mental health clinic serving low income populations.

\*Has designed and implemented over 150 employment programs serving every population imaginable.

**Who Should Attend:**

- \*Operations Managers
- \*Case Managers
- \*Employment Counselors
- \*Job Developers
- \*One-Stop staff members
- \*EI workers
- \*Other staff members concerned about job retention and job advancement.
- \*Program Managers
- \*Job Coaches
- \*Employment Specialists
- \*Job Search Workshop Leaders
- \*SSI Liaisons

**When and Where:**

\* February 24 (8:30 - 4:30) and February 25 (8:30 - 12:00)

State Fairgrounds - Cascade Hall 2330 17<sup>th</sup> Street, Salem

Lunch will be included on February 24

\*February 28 (1:00 - 4:30) and February 29 (8:30 - 4:30)

Wittenberg Inn 5188 Wittenberg Ln NE, Keizer

Lunch will be included on February 29

(Staying overnight? We've blocked rooms at the state per diem rate: Call 503-390-4733 and say you're attending the conference)

\*April 25 (8:30 - 4:30) and April 26 (8:30 - 12:00)

Hilton Eugene and Conference Center 66 E 6<sup>th</sup> Avenue, Eugene

(Staying overnight? We've blocked rooms at the state per diem rate: Call 1-800-937-6660 by March 26 and say you're attending the conference)

\*June 6 (8:30 - 4:30) and June 7 (8:30 - 12:00)

Doubletree Inn/Lloyd Center 1000 NE Multnomah, Portland

(Staying overnight? We've blocked rooms at the state per diem rate: Call 1-800-996-0510 and say you're attending the conference).

**REGISTRATION:** Cost is \$60 per participant. Payment may be made by SFMS transfer or check. For State Agency Transfer: t/code 740/741 Index68040 PCA50055 AOBJ6528. To pay by purchase order, contact AFS Accounting, Jan Cook, 503-945-6161.

Send your Name, Address, Phone, Date Attending and Payment to:

AFS/SDU Attn: Kathy Eddy

4074 Winema Pl NE, Bldg 53, Suite 200

Salem, OR 97305

**CONTACT PERSON:** Kathy Eddy 378-5707 x221

## When & Where:

Four 1-1/2 Day Sessions will be held

- ♦ February 24 (8:30 - 4:30) &  
February 25 (8:30 - 12:00)  
State Fairgrounds - Cascade Hall  
2330 17<sup>th</sup> Street, Salem  
(Lunch will be included on Feb. 24)
- ♦ February 28 (1:00 - 4:30) &  
February 29 (8:30 - 4:30)  
Wittenberg Inn  
5188 Wittenberg Ln. NE, Keizer  
(Lunch will be included on Feb. 29)  
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## Who Should Attend:

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- ♦ Case Managers
- ♦ Job Coaches
- ♦ Employment Counselors
- ♦ Employment Specialists
- ♦ Job Developers
- ♦ Job Search Workshop Leaders
- ♦ Teachers
- ♦ One-Stop staff members
- ♦ Other staff members concerned about  
job retention and job advancement

**Cost:** \$60 per participant

(Adult & Family Services Staff are pre-paid)

## Registration Information

(AFS Staff Should Call SDU to Register)

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Date attending: \_\_\_\_\_

### Method of payment:

Check enclosed ☐ BT# ☐ PO# ☐

Make check payable to:

Adult and Family Services

Send Check and Registration form to:

AFS/SDU Attn: Kathy Eddy

4074 Winema Place NE, Bldg 53, Ste 200

Salem, OR 97305

For State Agency Transfer: t/code 740/741

Index 68040 PCA 50055 AOBJ 6528

To use a purchase order you must first

contact : AFS Accounting, Jan Cook 5403-  
945-6161

# The Radar Approach to Job Retention!!

Presented by:

Larry Robbin



Sponsored by:

Oregon Workforce & Education Partners -  
Coordinated Training Group

- Department of Human Services -
  - Adult & Family Services
  - Senior & Disability Services
  - Vocational Rehabilitation
- Department of Community Colleges & Workforce Development
- Department of Corrections
- Employment Department
- Goodwill Industries of Oregon
- Governor's Office of Workforce Policy
- Oregon Human Development Corporation

## Find Out How To:

- ☛ Weave retention assessment, counseling & skill building throughout every component of your organization.
- ☛ Help your participants gain new competencies that increase job satisfaction & minimize job loss.
- ☛ Instead of waiting for hidden problems to threaten job security, the Radar Approach teaches how to pro-actively zero in on deadly job loss triggers.
- ☛ Learn effective alternatives that lead not just to job retention, but job advancement.
- ☛ Learn what employers can do to build job retention & how to work with them to avoid job loss problems.

## Testimonials

(From Nov. '99 Training in Medford)

- ☛ "This is where our future is at"
- ☛ "Great hands-on tools that will be useful to our work"
- ☛ "Very common sense, practical, right on"
- ☛ "Will take this info & use it right away"
- ☛ "Many positive techniques to help my clients"
- ☛ "One of the most practical, useful trainings I've attended since the onset of welfare"
- ☛ "Opened my eyes - thoughts to use when partnering with business people"
- ☛ "Fascinating information"
- ☛ "Great tools & concrete examples. Very grounded in the real world"
- ☛ "There was not one part of this training that was not beneficial to me and my program ideas"
- ☛ "Lots of useful information in easy to use format - loved the tools; we'll definitely use them"

## About Larry Robbin:

- ★ Brings over 30 years experience in workforce development employment & training field.
- ★ He has trained over 15,000 people in sessions across the country.
- ★ His work has been cited in the New York Times, National Welfare to Work Newsletter, San Francisco Business Times, and other journals.
- ★ Has been the national Director of Training for a Fortune 500 company, faculty member of a major university, Manager of a JTPA dislocated worker program, and Director of Employment for an alcohol and drug/mental health clinic serving low income populations.
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